

**SUMMARY MINUTES OF THE
AUBURN AIRPORT FORUM MEETING
SEPTEMBER 24, 2009**

City Council Member Bridget Powers, Economic Development Director David Snyder and Board of Supervisor Kurt Uhler welcomed the public and introduced the Auburn Airport Forum speakers. Bridget Powers thanked the committee for putting the event together and thanked the sponsors for their contributions.

Barbara Hayes provided an overview of SACTO and the regional economic outlook for the SACOG (6 county) region. Hayes said that over the past 10 years, demand has shifted away from corporations like Hewlett Packard and Intel seeking to house large campuses to smaller employers with 40 to 60 employees looking for existing spaces.

Todd Sanfilipo of CB Richard Ellis, provided an overview of the regional commercial real estate market. Sanfilipo said that he's expecting another 18 months or so of tough times ahead for the commercial real estate market before things level out. "But it's a great time to be a tenant" Sanfilipo said, "You can move from a Class C to a Class A office for not a lot more money."

Mike Fluty of Coldwell Banker provided a local overview of the airport property and current vacancies. Fluty noted that the real assets that the area has had in attracting business and industry are quality of life and good schools. Mr. Fluty also commented that he believed the current zoning and airport regulations may be too restrictive and the process between City/County and PCTPA to be overly cumbersome. Additional permitted land uses and better coordination between agencies would be helpful.

City Council Member Dr. Bill Kirby replied that much of the regulation imposed at the airport stems from Federal and State regulations. Further, the City needs to recognize that the airport is a valuable City asset and needs to protect the airport. Land use decisions will be made accordingly.

Mike Wells of Placer County Planning and Jack Warren, City of Auburn Public Works Director, provided an overview of Placer County and City of Auburn projects in proximity to the Auburn Airport, including the 8.3 acre Denham property and East End Hanger project.

Brent Smith of SEDCorp provided an overview of SEDCorp's loan programs and other assistance SEDCorp provides. \$1.3 million in loans will be available in the coming months.

Bridget Powers introduced the three Airport business representatives: Don Whitaker, Brad Weston and Ira Marks.

Mr. Don Whitaker, Brad Weston and Ira Marks introduced themselves and described their businesses and why they chose to do business in Auburn. A summary of the opportunities and constraints is as follows:

- Quality of Life including education and executive housing is a key in the location decision process for new businesses to the area. There should be links to these opportunities and success stories on the City and County Websites;

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- A desire to have more attractive developments at the Airport entrances, particularly entrances along Locksley Lane was discussed. Recommend cooperative approach between City and County. Uniform signage requirements would also improve the appearance of the area, currently signs of all sizes, shapes, configurations, heights and colors adorn the park. Some are in states of disrepair and have become eyesores, particularly For Sale/Lease signs;
- Complaints regarding a perceived “speed trap” by Auburn Police department were discussed. Speed traps and on-site parking of trailers and beer trucks are not appreciated by many of the current tenants. Chief Valerie Harris defended current speed limits, and it was noted that on-street truck trailer parking has lessened in recent weeks after formal complaints were made. Parking recommendations will be discussed at the Traffic Committee with recommendations presented to City Council;
- Don Whitaker noted that the Foreign Trade Zone (FTZ) is saving Ceronix upwards of \$1 million per year on customs duties, excise taxes and fees. A suggestion was made to promote the availability of the FTZ at a future meeting/event on the chance other firms engaged in international trade might tap into the program;
- Ira Marks of Miltenyi advised that the City/County/Chamber could be helpful in Miltenyi’s request for grant funds through the California Institute for Regenerative Medicine. Grants from \$1 million to \$150 million are available through this source;
- All three business owners (Ira Marks, Brad Weston and Don Whitaker) indicated they have difficulty recruiting certain skilled employees and more affordable housing may alleviate some of these recruiting issues;
- All three panelists also indicated the need for a 1st Class Hotel in Greater Auburn. The Bowman Hilltop Hotel development team will be holding an informational meeting on their project later this month and Jan Decker will invite Ira, Brad, Don and others to learn more about the opportunity. Mr. Marks noted that he currently houses corporate clients in Nevada City and Grass Valley at small B&Bs rather than Auburn Area properties;
- All three panelists indicated a need for better internet services. Opportunities for Cable and Fiber Optic infrastructure should be explored;
- Brad Weston stated a desire to establish a “Business Park Association” including a County/City representative to let designated business owners champion the cause of attracting others. Brad Weston recommended that the City and County work with the business community near the Airport to look into the formation of a Business Association. This idea was warmly embraced by the other panelists and the audience. Brad has spoken with Auburn City Manager Bob Richardson about this, and Bob endorsed the concept;

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- More efficient entitlement processing between County/City/ and PCTPA should be explored;
- All three panelists indicated that they would like local governments to reach out to the business community. They appreciated the Auburn Airport Forum meeting as a means to facilitate dialog between the business community and local government. More open discussion should continue in the future to establish a better rapport;
- The establishment a common City/County/Chamber marketing strategy for the airport was discussed. Recommend that the Chamber of Commerce take the lead, in consultation with the City and County, to establish a common marketing strategy;

Bridget Powers thanked everyone for attending the Auburn Airport Forum and relayed that a summary report will be prepared to memorialize the discussion of today's Auburn Airport Forum. The summary report will provide recommendations/strategies to ameliorate concerns expressed, where feasible.